

1/15

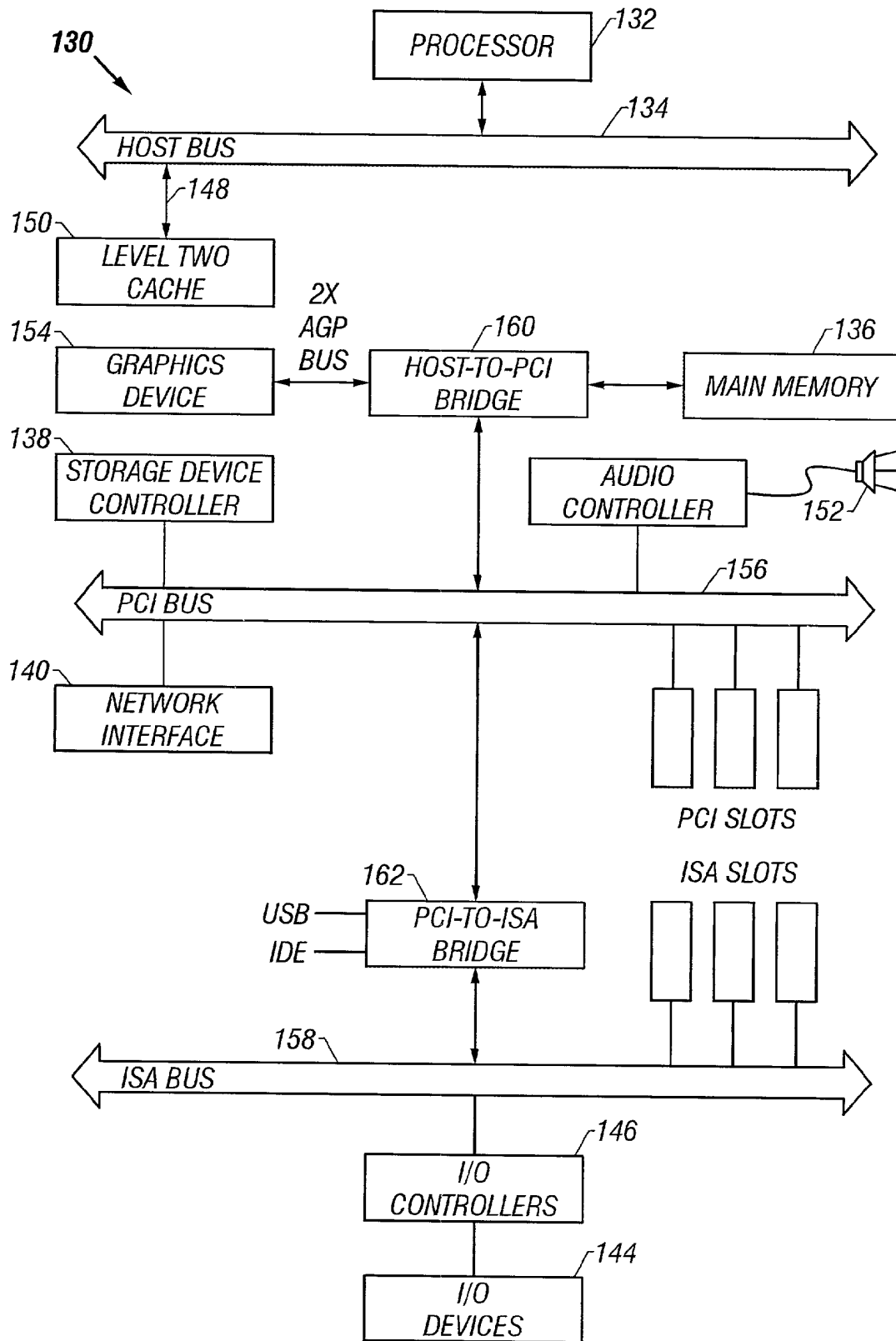


FIG. 1

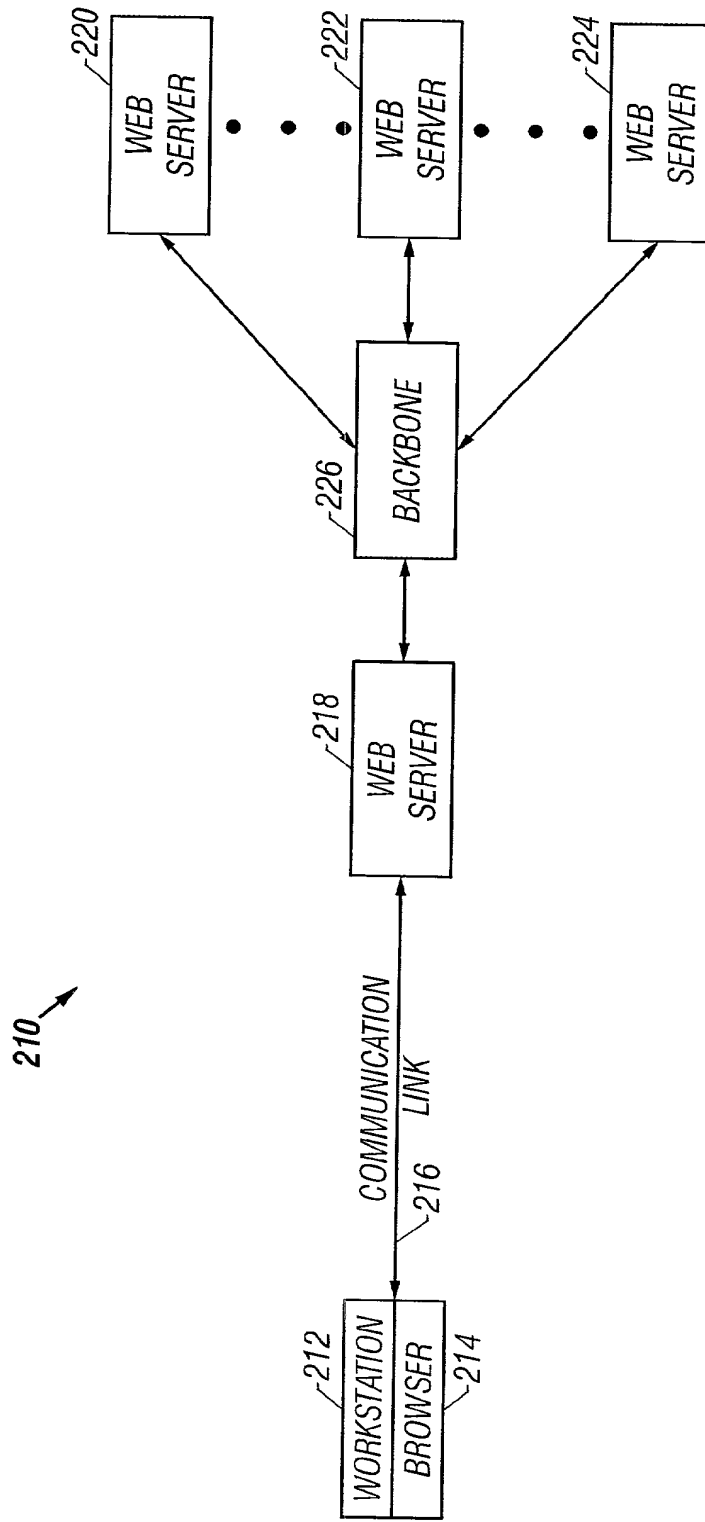


FIG. 2

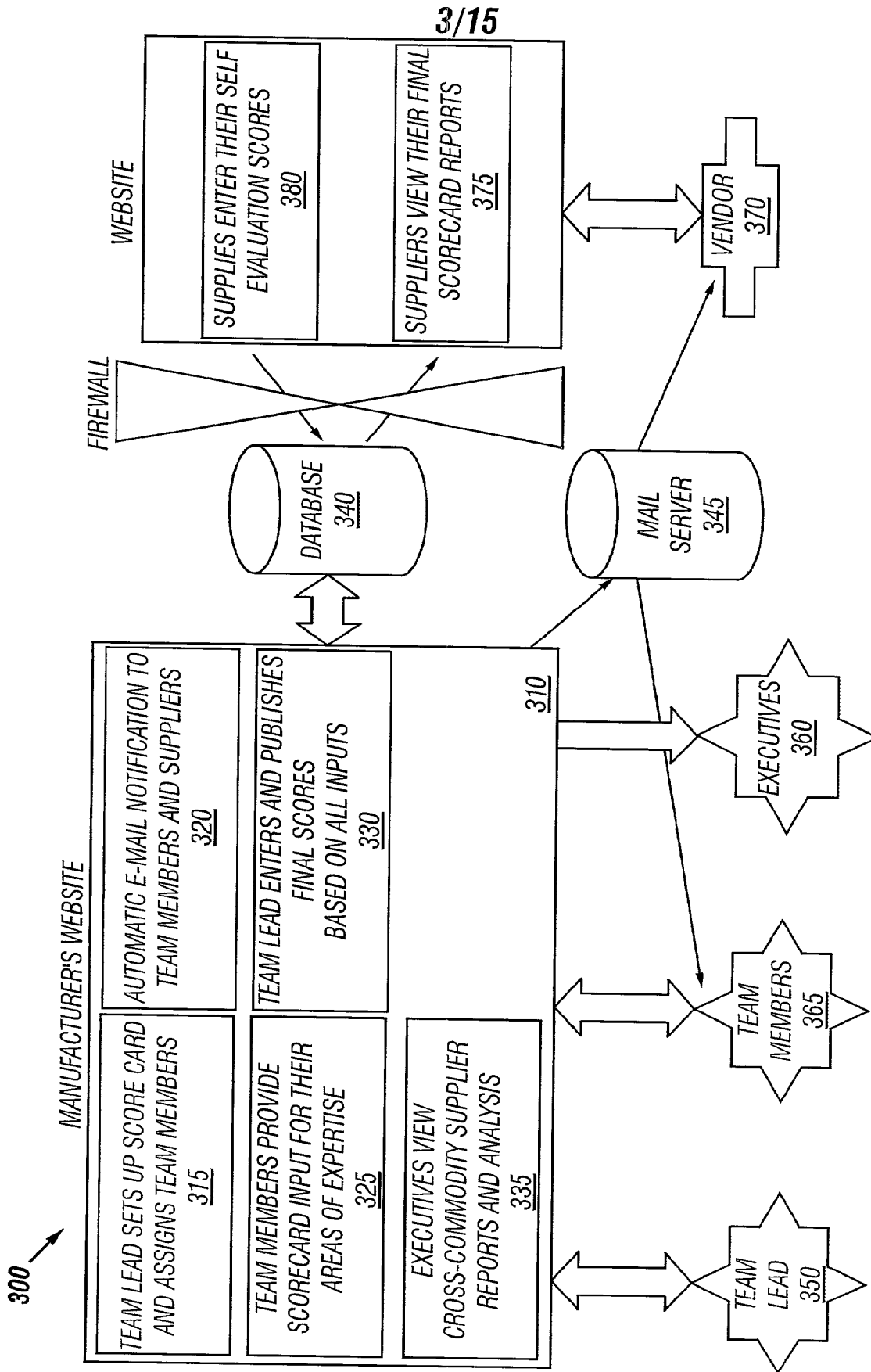


FIG. 3

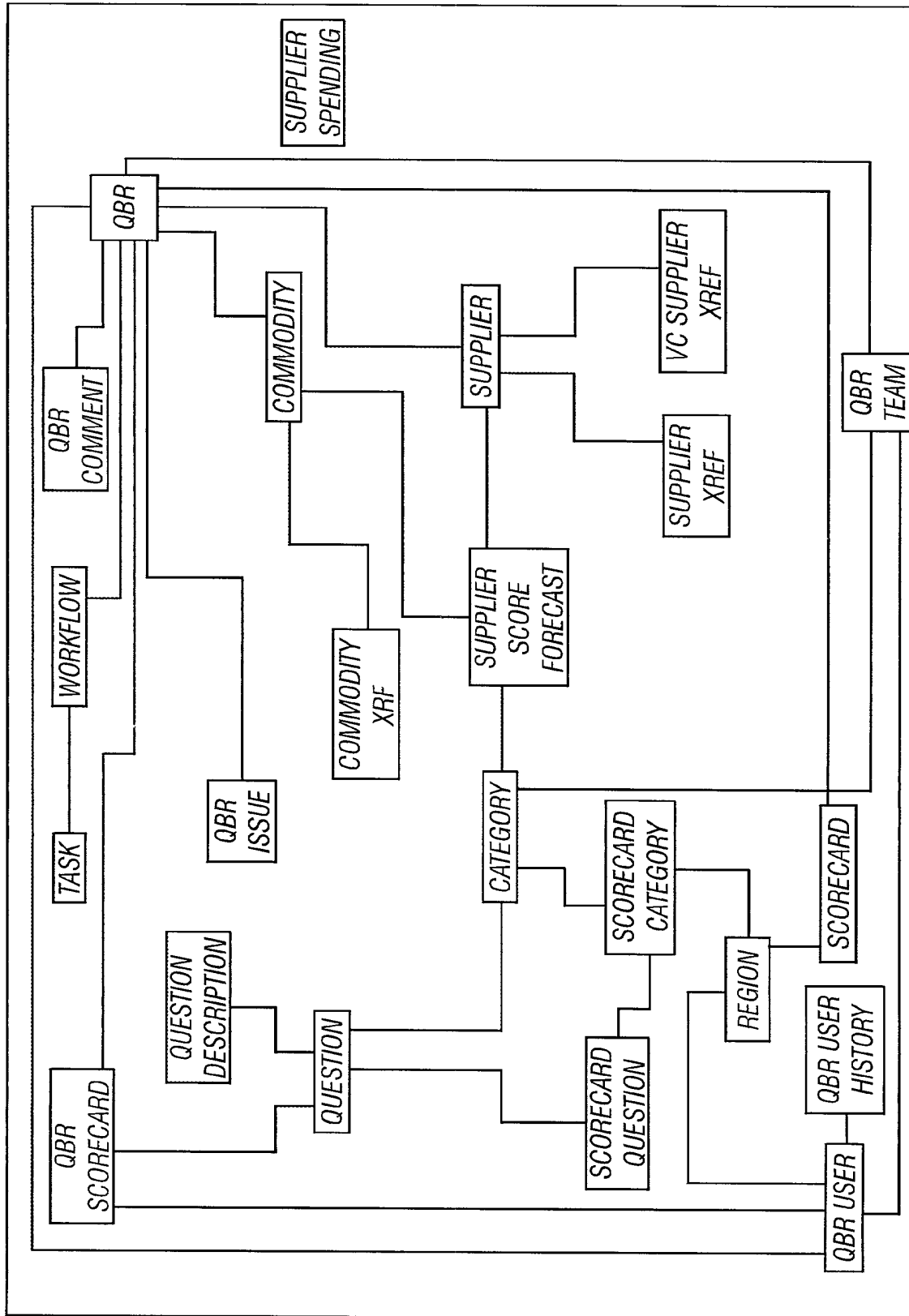


FIG. 4

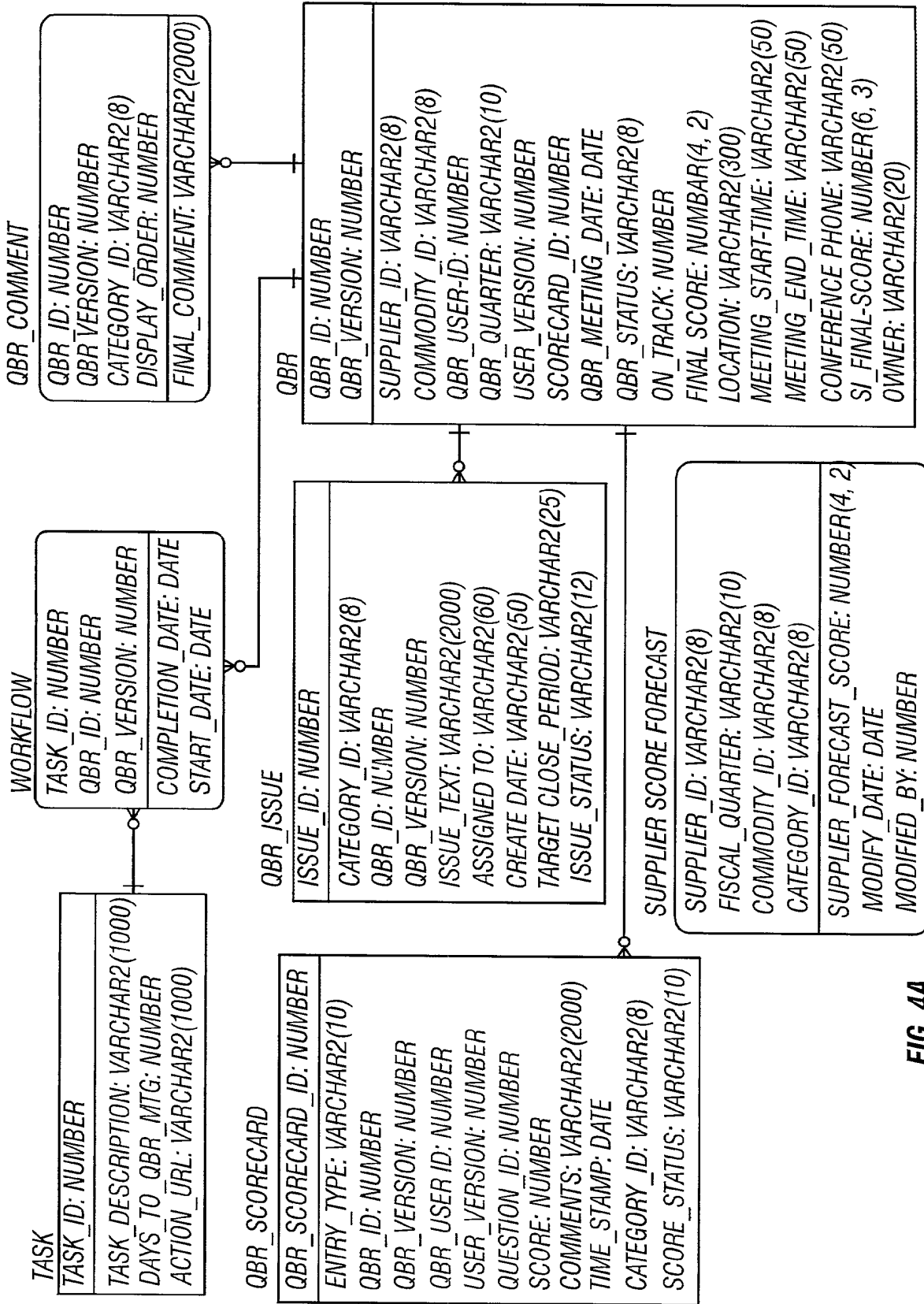


FIG. 4A

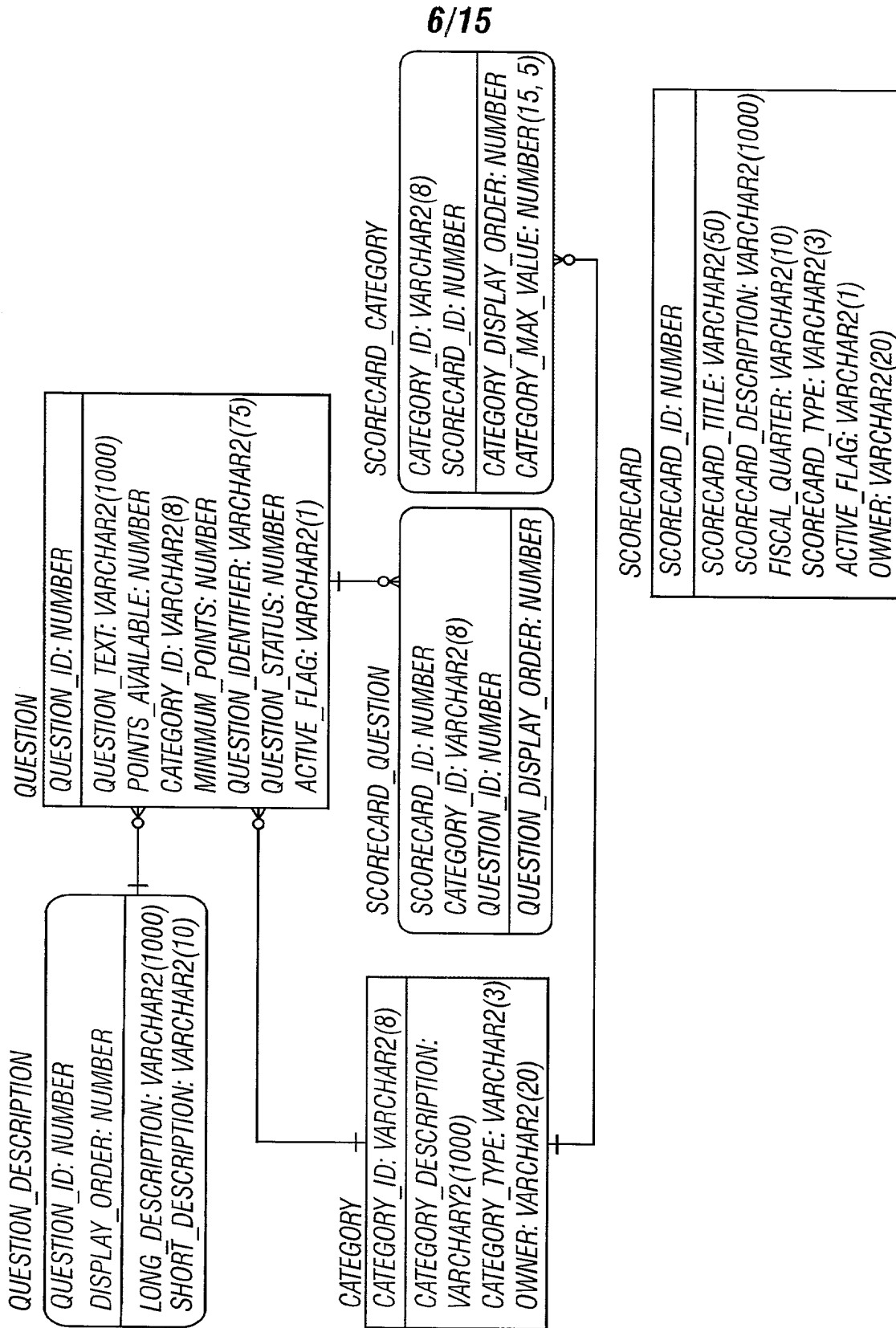


FIG. 4B

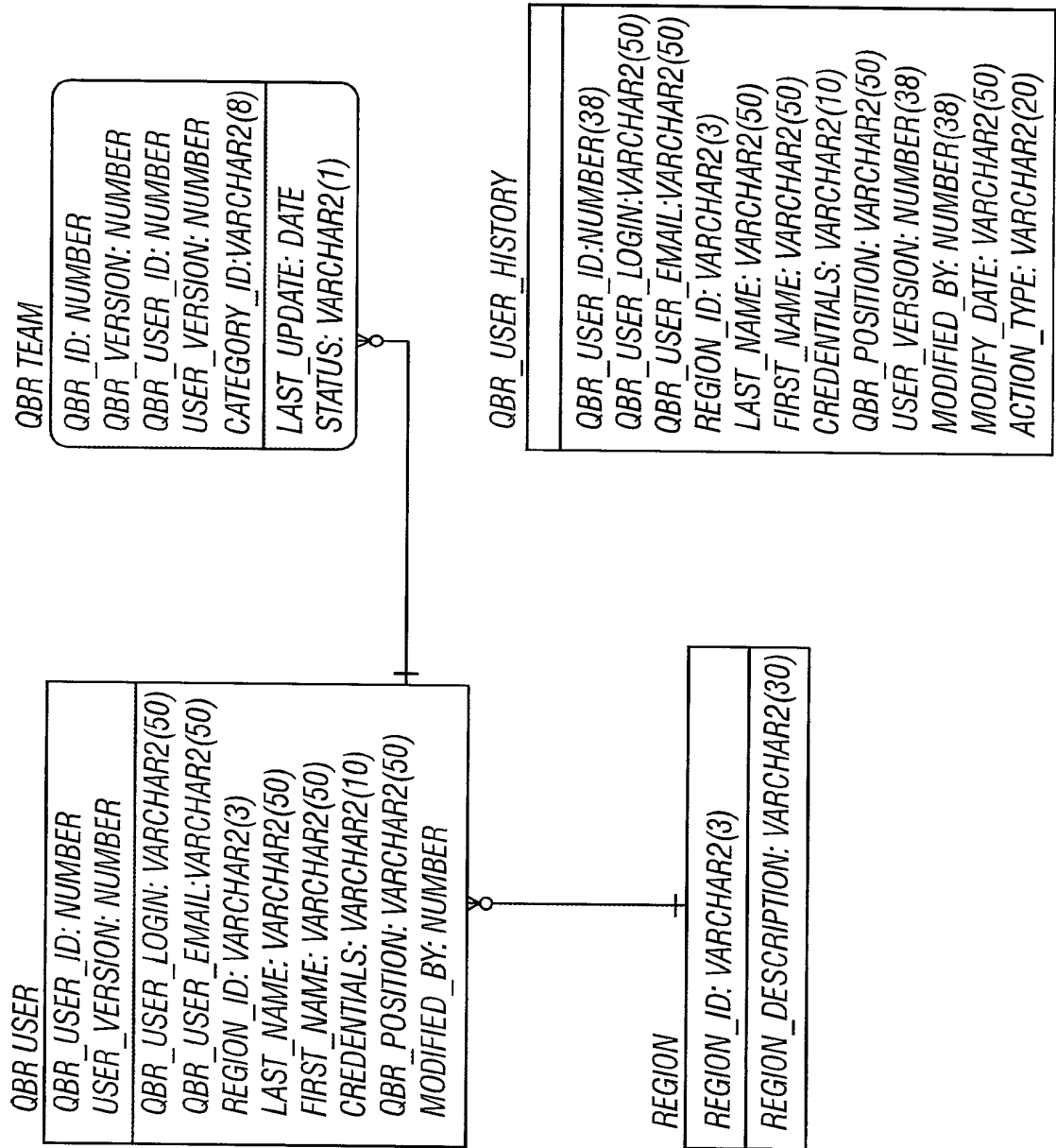


FIG. 4C

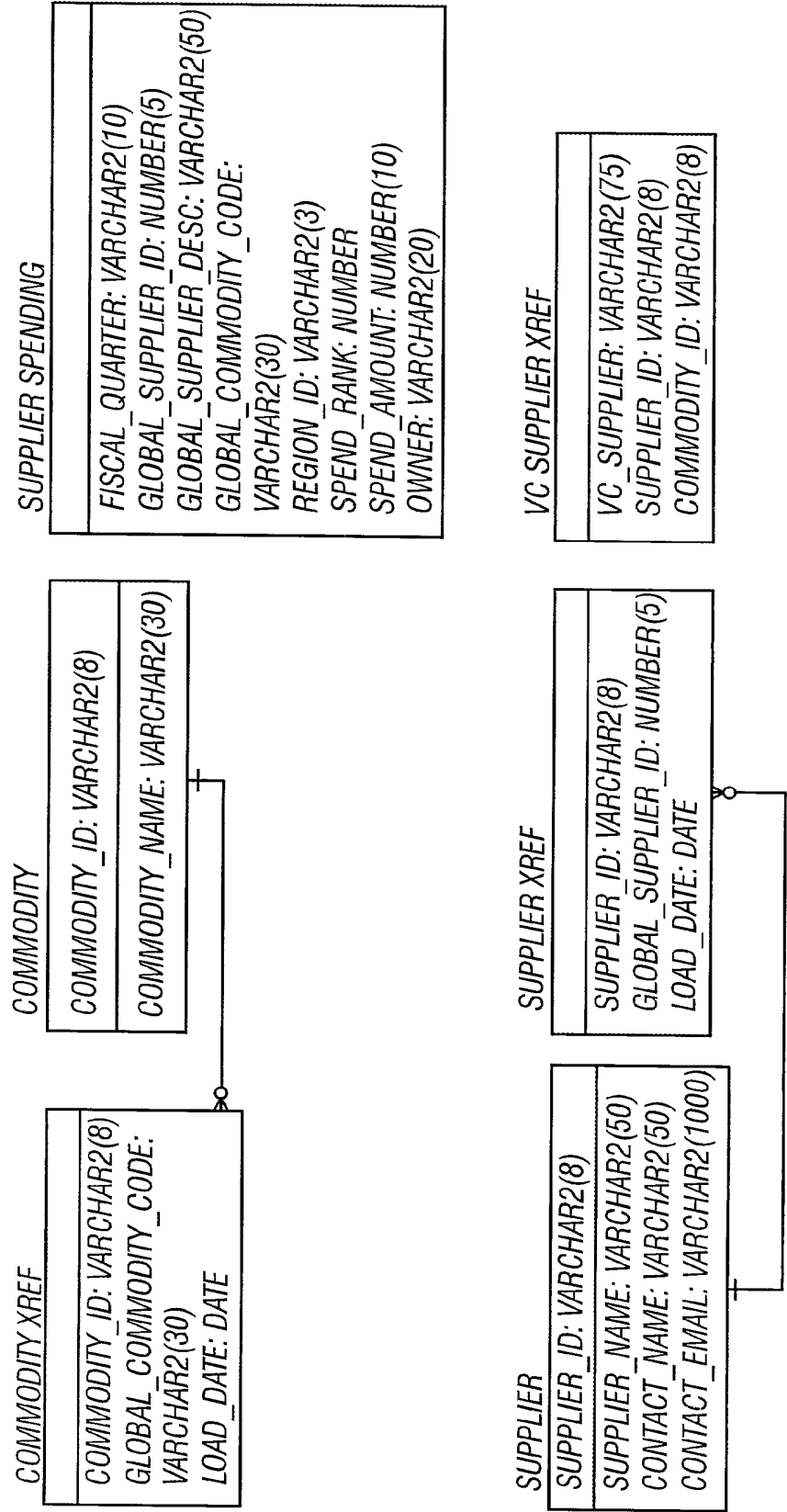


FIG. 4D



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**Home**

***Current QBR Status: Open***

*Enter/Modify Your Scores*

***Scorecard Progress***

*View Completion Status & Score Summary*

*Issues and Corrective Action*

*Send E-Mail Supplier Self evals/Reminder e-mails to QBR team*

***Scorecard Reporting***

*Blank Scorecard*

*All Team Member's and Supplier's Comments*

*Issues and Corrective Action Summary and Score Forecast Graph*

*Summary Statistics*

*Final Scorecard: Overall Summary & Graph and Supplier Scores*

*Final Scorecard: Question Scores by Category with Metrics, Graph & Supplier Scores*

*Final Scorecard: Question Scores Only*

*Supplier Self Evaluation: Question Scores Only*

**FIG. 5**

Enter Self Evaluation for  
Compa//Portables (6/6/2001)

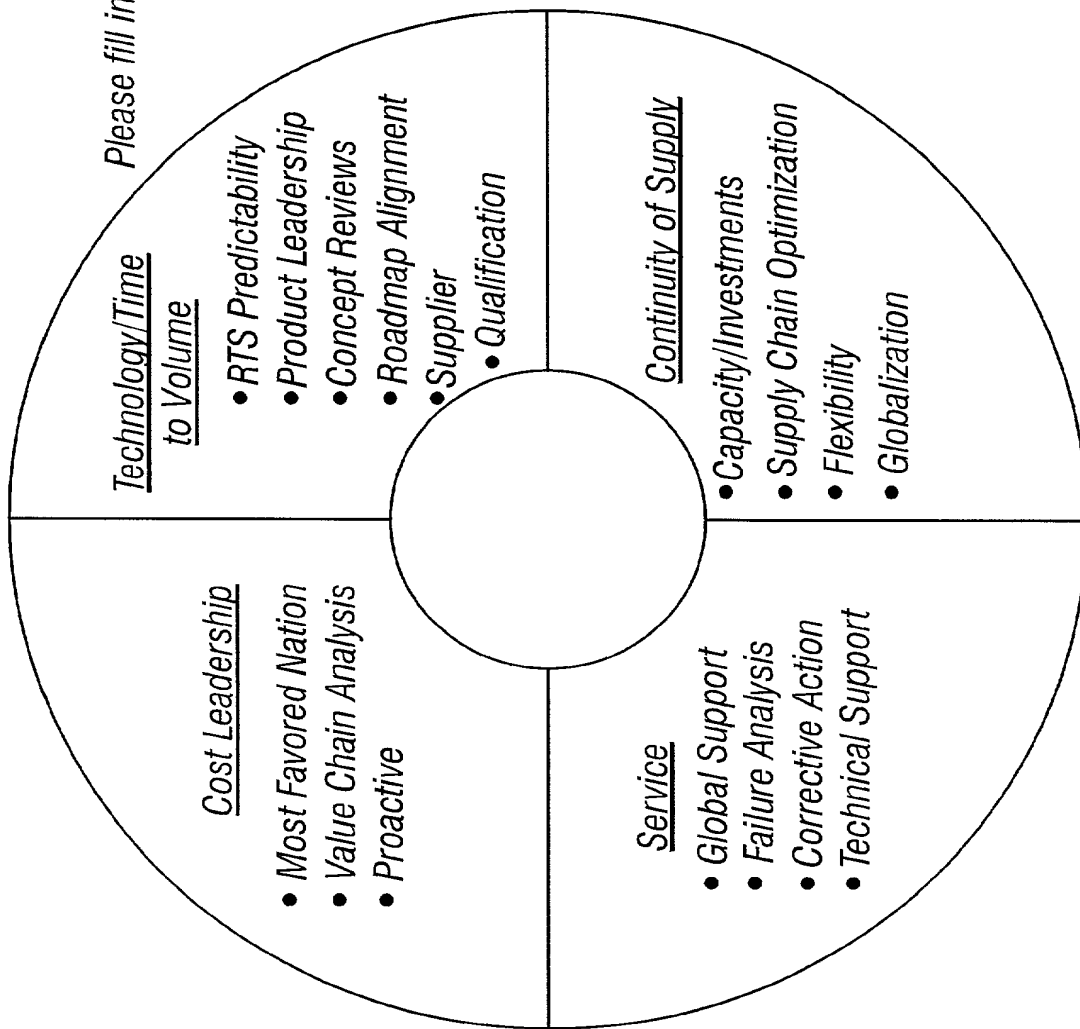


FIG. 6

**Category**

**Score**

Cost Leadership

Quality

Field Service

Continuity of Supply

Technology/Time to Volume

View Summary

Edit Final Scores: Cost Leadership

[Home](#)

[Scorecard Menu](#)

[Select Scorecard Category](#)

A) Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)  
Elisa Sumner (AMF/DEV)

Point Range	Point Awarded
0 to 10 pts	8
Average Score	8

B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE):  
Elisa Sumner (AMF/DEV)

0 to 6 pts	6
Average Score	6

C) Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE)  
Elisa Sumner (AMF/DEV)

0 to 2 pts	2
Average Score	2

D) COSTED BOM (WWP TO SCORE)  
Elisa Sumner (AMF/DEV)

0 to 2 pts	2
Average Score	2

Average Score  
Preliminary Cost Leadership Score

2  
2  
18

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Edit Cost Leadership comment for Final Report:

A) Did supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)  
Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell  
B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)

[Submit](#)

FIG. 7

Scorecard Comment Summary

[Home](#)

[Scorecard Menu](#)

Cost Leadership

*Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)*

*Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell*

*Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)*

*Elisa Sumner: Provide monthly detailed cost and all quote information in required format and on time*

*Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE):*

*Elisa Sumner:*

*COSTED BOM (WWP TO SCORE)*

*Elisa Sumner: Final N/A TBD 1) Supplier provides detailed costed BOM  
Field Service*

*Total field quality performance is maximized due to close working relationships with the Field Service Organization and Dell's Designated 3rd party provider.  
Eric Michlowitz: They don't work well*

FIG. 8

# Edit Score Forecasts

[Home](#)
[Scorecard Menu](#)

Cost Leadership (20 pts)	Forecast	FY2000 Q2	FY2000 Q3	FY2000 Q4	FY2001 Q1	FY2001 Q2	FY2001 Q3
	Actual	—	—	18	—	—	—
Quality (25 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Field Service (15 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Continuity of Supply (20 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Technology/Time to Volume (20 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—

[Save forecasted scores](#)

FIG. 9

**General WWP Reports:**

Scheduled QBR List & Individual QBR Access

View All Blank Scorecards

**Commodity Reports:**

List Final Scores by Quarter

Regional Breakdown of Individual QBR Scores

Issues and Corrective Actions

Supplier/Commodity Comparison

Supplier Performance vs Share of TAM

Supplier's Share of TAM Over Time

List of Issues for specific supplier/commodity pairs  
Graph displaying performance for all suppliers within commodity

Graph displaying supplier spending within commodity

**Inter-Commodity Executive Reports:**

Supplier Performance over time

Quartile Comparison Report

Inter-Commodity Comparison Over Time

Overall Results for Suppliers by Spend

Top 5/Bottom 5 Finals Scores by Quarter

Graph displaying specific supplier performance for all commodities provided by a given supplier

Overall Results by Score by Quartile

Graph displaying average performance for selected commodities

Supplier performance listed in order of total spent

**FIG. 10**

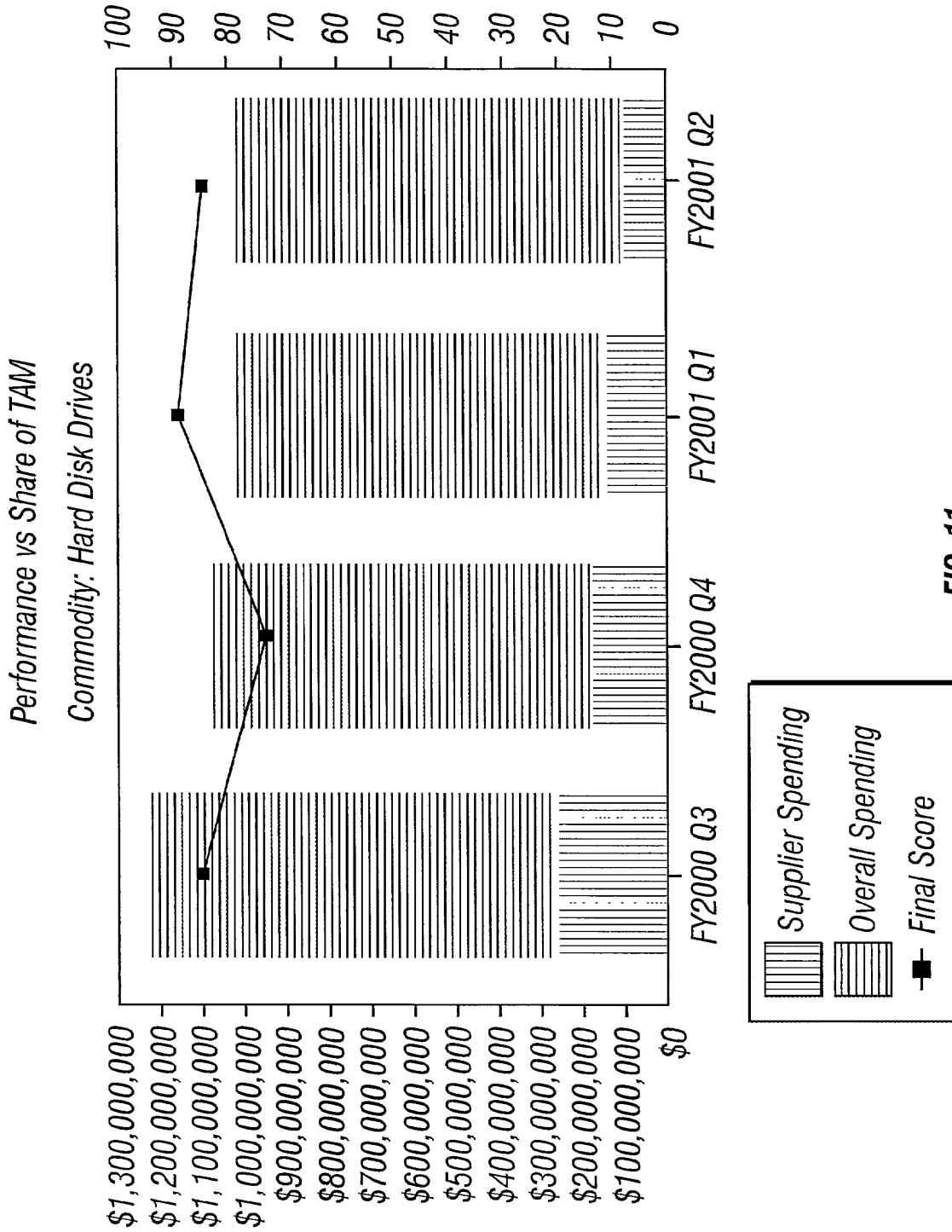


FIG. 11